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23 February 1967  
Refer: S.I. 240, 215

Post Office Box 6788  
Fort Davis Station  
Washington, D.C. 20020

Attention:

[Redacted]

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Subject: Request for Proposal No. RD-10-67  
Project No. 09017

Dear Sir:

[Redacted]  
[Redacted] is pleased to submit this proposal in response to  
the subject request for a Materials Handling Study.

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Our proposal consists of the following four (4) elements:

1. Technical Proposal No. SME-CL-33, dated 24 February 1967, entitled "MATERIAL DATA HANDLING STUDY".
2. This letter summarizing the total cost for Phase I and II of the proposed program.
3. Attachment "A" containing all applicable Cost Breakdowns.
4. Customer RFP letter and enclosures.

The total price for the program being proposed is [Redacted] Although this price covers both Phase I and II, it is understood that the Phase II portion of the total is subject to negotiation upon completion of Phase I.

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"This Document contains information affecting the National Defense of the United States within the meaning of the Espionage Laws, Title 18, U.S.C., Sections 793 and 794, the transmission or revelation of which in any manner to an unauthorized person is prohibited by law."

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[redacted]

We are somewhat reluctant to be proposing the Phase II cost of this program at this time since it is conceivable, based on past experience on similar programs, that Phase II could be considerably less than our present estimate of the task. Although all major considerations for Phase I and II have been presented in our proposal, the investigators realize that a comprehensive understanding of your specific problem will not exist until the end of Phase I.

The price submitted is in anticipation of a cost reimbursement type contract. Based on your own preference, [redacted] will enter into a "fixed" or "incentive fee" arrangement.

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A great deal of effort and thought has gone into the preparation of this submission. Our interest in this area is the result of our many years of work in the field of reconnaissance. This experience, which began over forty years ago, was primarily in the field of photographic reconnaissance. Today, as a result of our long term interest and continuous growth in the overall areas of data acquisition and reduction, we have developed a total capability and experience which can be brought to bear directly on this type of study.

Specification No. DB-1001, Installation Engineering Data, has not been filled out since it is not applicable to a study program. The original copy of this enclosure is being returned with this submission.

We wish again to express our appreciation for the opportunity of submitting this proposal. If any additional information is required, please do not hesitate to contact us.

Very truly yours,

ORIGINAL SIGNED BY

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encls.

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